

Message Text

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PAGE 01 STATE 203353
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 TRSE-00 EB-08 SSO-00 /021 R

DRAFTED BY COMM/BEWT/OEWCA/EEAD/JBURGESS/BT
APPROVED BY EUR/EE:NGANDREWS
COMM/BEWT/OEWCA/EEAD/RSEVERANCE
COMM/BEWT/OEWCA/MSTOLTZ
COMM/BEWT/OEWCA/AJENKENS
COMM/BEWT/OTDA/JMURRIN
TREAS/PMCCARTHY

-----059372 252139Z /75

O 252046Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST IMMEDIATE

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E.O. 11652: N/A

TAGS: BEXP, EWT, RO

SUBJECT: DRAFT AGENDA FOR FOURTH SESSION OF JOINT ECONOMIC
COMMISSION

REFS: (A) STATE 186153 (B) BUCH 6081 (C) BUCH 6201

1. SINCE ENTIRE AGENDA MUST BE EXTRACTED FROM LENGTHY
"COMMENTS CABLE" BEING TRANSMITTED TO YOU TODAY, WE HERE
REPEAT OUR REVISED PROPOSED AGENDA. AS COMMERICAL COUN-
SELOR FODOR IS LEAVING U.S. AUGUST 31, WE WISH TO PROVIDE
HIM THIS AGENDA AND EXPLANATION OF AGENDA TOPICS WHICH
FOLLOWS DURING AUGUST 29 (AFTERNOON) MEETING WITH HIM.
THEREFORE, IT IS IMPORTANT THAT WE RECEIVE YOUR RESPONSE
TO THIS AND "COMMENTS CABLE" BY NOON AUGUST 29 WASHINGTON
TIME:

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2. PROPOSED AGENDA IS AS FOLLOWS:

I. DEVELOPMENT OF TRADE RELATIONS

A. ROMANIAN LONG-TERM TRADE STRATEGY

1. ROMANIAN POLICY TOWARDS HARD CURRENCY TRADE

2. POTENTIAL FOR CHANGE IN COMMODITY STRUCTURE OF
BILATERAL TRADE

B. RENEWAL OF U.S.-ROMANIAN TRADE AGREEMENT

1. PROCEDURES REQUIRED FOR RENEWAL

2. MTN RECIPROCITY

C. U.S. EXPORT LICENSING: POLICY AND PRACTICE

D. FINANCIAL MATTERS

1. EXIMBANK FINANCING

2. CCC CREDITS

3. LINES OF CREDIT AVAILABLE TO ROMANIA

E. ROMANIAN COUNTER-TRADE AND BUY-BACK POLICY

F. DECREE 223 AND PROPERTY CLAIMS: EFFECT ON GSP

G. PROMOTION OF U.S.-ROMANIAN TRADE
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II. DEVELOPMENT OF COOPERATION ACTIVITIES

A. ROMANIAN CONCEPTS OF COOPERATION

1. LICENSING

2. JOINT VENTURES

3. PROJECTS IN THIRD COUNTRIES

4. OTHER FEASIBLE FORMS OF COOPERATION

B. PAST DEVELOPMENTS AND PROBLEMS IN U.S.-ROMANIAN
COOPERATION

C. POSSIBLE COOPERATION PROJECTS

1. OFFSHORE OIL AND GAS

2. NAVODARI PETROCHEMICAL PROJECT

3. CALARASI STEEL MILL

4. MOLDOVA-NOUA AND ROSIA POIENI COPPER MINING PROJECTS

5. HEAVY TRUCKS AND HIGH HORSE POWER AGRICULTURAL
TRACTORS

6. HELICOPTER PRODUCTION

7. OTHER PROJECTS

D. ROLE OF JOINT CONSULTATIVE WORKING GROUPS AND
GOVERNMENT-TO-GOVERNMENT WORKING GROUPS

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1. ELECTRONICS

2. THIRD COUNTRY COOPERATION

3. AGRICULTURE

III. BUSINESS FACILITATION

A. EXCHANGE OF ECONOMIC INFORMATION

1. ROMANIAN LEGAL LIMITATIONS ON DATA AND INFORMATION
EXCHANGE

2. DATA AND INFORMATION EXCHANGE

B. BUCHAREST INTERNATIONAL TRADE CENTER

C. BUSINESS PRACTICES AND FACILITIES

1. FACILITIES AND SERVICES OFFERED FOREIGN COMMERCIAL
PERSONNEL AND OPERATIONS AND CRITERIA FOR ESTABLISHING
COMMERCIAL REPRESENTATION

2. ROMANIAN PERSONNEL WORKING FOR FOREIGN FIRMS

3. ACCESS TO END-USERS

4. NEGOTIATION OF COMMERCIAL TRANSACTIONS

A. NEED TO ACCELERATE NEGOTIATIONS

B. NEED FOR INTERIM COMMUNICATIONS

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C. AVAILABILITY OF TEMPORARY OFFICES AND PERSONNEL
IN BUCHAREST

5. CONTRACT FULFILLMENT

D. MULTIPLE ENTRY VISAS

3. EXPLANATION OF AGENDA TOPICS AND WHAT SIDE WE SEE AS
HAVING THE RESPONSIBILITY FOR THE PRESENTATION ARE AS
FOLLOWS:

I.A.1. -- ROMANIAN SIDE TO ADDRESS THE FOLLOWING: FIRST,
ROMANIAN TRADE POLICY TOWARDS U.S., OTHER WESTERN COUNTRIES
AND JAPAN. SECOND, ROMANIAN TRADE PRACTICE WITH OTHER
WESTERN COUNTRIES AND JAPAN. THIRD, TRADE WITH WEST
VERSUS TRADE WITH OTHER SOCIALIST COUNTRIES AND LDC'S.

I.A.2. -- BOTH U.S. AND ROMANIAN SIDES TO DISCUSS THE
NEED FOR DIVERSIFICATION IN TRADE IF GOAL OF \$1 BILLION
BY 1980 IS TO BE ACHIEVED, POTENTIAL AREAS FOR GROWTH, AND
OBSTACLES TO GROWTH.

I.B.1. -- U.S. SIDE TO EXPLAIN THE REQUIREMENTS OF TRADE
ACT AND POSSIBILITIES OF CHANGE IN ACT'S IMPLEMENTATION,
AS WELL AS THE FORMAL PROCESS OF RENEWAL.

I.B.2. -- U.S. SIDE TO EXPLAIN THE REQUIREMENT FOR MTN
RECIPROCITY UNDER THE TRADE ACT.

I.C. -- U.S. SIDE TO EXPLAIN RECENT LEGISLATIVE CHANGES
AND USG LICENSING POLICY TOWARD ROMANIA.

I.D.1. -- U.S. SIDE TO EXPLAIN EXIMBANK POLICY AND
PROCEDURES AND TO DISCUSS EXIMBANK ACTIVITY REGARDING
ROMANIA.

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I.D.2. -- U.S. SIDE TO EXPLAIN CCC CREDIT POLICY AND PRO-
CEDURES, INCLUDING NECESSITY FOR AGRICULTURAL DATA FROM
GOR AND TO DISCUSS CCC CREDIT ACTIVITY REGARDING ROMANIA.

I.D.3. -- ROMANIAN SIDE TO DISCUSS SOURCES OF CREDIT
AVAILABLE TO ROMANIA, INCLUDING IBRD FINANCING, PRIVATE
FINANCING, AND OTHER WESTERN GOVERNMENTAL SOURCES OF

CREDIT.

I.E. -- ROMANIAN SIDE TO DESCRIBE ROLE OF COUNTER-TRADE AND BUY-BACKS IN ROMANIAN TRADE POLICY TOWARD THE U.S.

I.F. -- BOTH U.S. AND ROMANIAN SIDES TO DISCUSS EXISTING PROPERTY CLAIMS AND APPLICABLE ROMANIAN LEGISLATION (DECREE 223). U.S. SIDE TO EXPLAIN THREAT THIS POSES TO CONTINUATION OF GSP.

I.G. -- BOTH U.S. AND ROMANIAN SIDES TO EXPLAIN THEIR TRADE PROMOTION ACTIVITIES FOR THE COMING YEAR, TO ANALYZE THE RESULTS OF THEIR TRADE PROMOTION ACTIVITIES, AND TO DISCUSS HOW TO IMPROVE THEIR TRADE PROMOTION PROGRAMS.

II.A. -- ROMANIAN SIDE TO PROVIDE DEFINITION OF COOPERATION AND TO DESCRIBE ROLE OF COOPERATION IN THE ROMANIAN FOREIGN TRADE SYSTEM.

II.A.1. -- ROMANIAN SIDE TO DESCRIBE THE EXTENT OF LICENSING ACTIVITY BETWEEN U.S. AND ROMANIAN COMPANIES, AND THE POTENTIAL FOR FUTURE LICENSING ACTIVITY.

II.A.2. -- ROMANIAN SIDE TO PROVIDE A STATUS REPORT ON EXISTING ROMANIAN/FOREIGN JOINT VENTURES AND CURRENT JOINT VENTURE NEGOTIATIONS AND TO DESCRIBE THE POTENTIAL FOR NEW LIMITED OFFICIAL USE

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JOINT VENTURES.

II.A.3. -- ROMANIAN SIDE TO PROVIDE A STATUS REPORT ON EXISTING ROMANIAN/FOREIGN THIRD COUNTRY PROJECTS AND CURRENT THIRD COUNTRY COOPERATION NEGOTIATIONS. ROMANIAN SIDE ALSO TO PROVIDE SPECIFIC PROPOSALS FOR THIRD COUNTRY COOPERATION WITH U.S. FIRMS.

II.A.4. -- ROMANIAN SIDE TO DISCUSS OTHER FORMS OF COOPERATION FOR WHICH THE GOR SEEKS TO FIND U.S. PARTNERS.

II.B. -- BOTH U.S. AND ROMANIAN SIDES TO DISCUSS THE PAST DEVELOPMENT OF COOPERATION ACTIVITIES BETWEEN U.S. AND ROMANIAN COMPANIES, AS WELL AS PROBLEMS RELATED TO THIS DEVELOPMENT AND WAYS IN WHICH SUCH COOPERATION MIGHT BE FACILITATED.

II.C.1. THROUGH 6. -- ROMANIAN SIDE TO PROVIDE A STATUS REPORT OF THESE PROJECTS AND THE PROSPECTS FOR U.S. COMPANY INVOLVEMENT. U.S. SIDE TO TELL WAYS IN WHICH USG CAN STIMULATE INTEREST OF U.S. FIRMS IN SUCH PROJECTS.

II.C.7. -- ROMANIAN SIDE TO DISCUSS EXISTING PROJECTS NOT SPECIFICALLY MENTIONED IN 1. THROUGH 6. AND FUTURE COOPERATION PROJECTS WHERE U.S. FIRMS MIGHT BE INVOLVED. U.S. SIDE TO TELL WAYS IN WHICH USG CAN STIMULATE INTEREST OF U.S. FIRMS IN FUTURE PROJECTS.

II.D.1. -- ROMANIAN SIDE TO PROVIDE STATUS REPORT ON ELECTRONICS JOINT CONSULTATIVE WORKING GROUP.

II.D.2. -- ROMANIAN SIDE TO PROVIDE STATUS REPORT ON THIRD COUNTRY COOPERATION JOINT CONSULTATIVE WORKING GROUP.

II.D.3. -- BOTH U.S. AND ROMANIAN SIDES TO PROVIDE STATUS REPORT ON AGRICULTURE WORKING GROUP UNDER AGRICULTURE LIMITED OFFICIAL USE

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PROTOCOLS, INCLUDING REPORT ON FIRST MEETING OF THE WORKING GROUP AND FOLLOW-UP ACTIVITIES FROM THAT MEETING.

III.A.1. -- ROMANIAN SIDE TO DISCUSS GOR STATE SECRETS LAW (AND ANY OTHER PERTINENT LEGISLATION) AND ITS EFFECT ON EXCHANGE OF ECONOMIC INFORMATION AND DATA.

III.A.2. -- BOTH U.S. AND ROMANIAN SIDES TO PRESENT LIST OF DATA AND INFORMATION REQUESTED OF EACH OTHER, INCLUDING A TIMETABLE FOR RELEASE OF THESE MATERIALS.

III.B. -- ROMANIAN SIDE TO DESCRIBE THE PROPOSED BUCHAREST INTERNATIONAL TRADE CENTER AND WHAT IT MEANS FOR U.S. FIRMS INCLUDING SERVICES, COSTS, ABILITY TO OPERATE COMMERCIAL REPRESENTATION OUTSIDE THE TRADE CENTER.

III.C.1. -- U.S. SIDE TO DISCUSS THE EXTENT AND QUALITY OF FACILITIES AND SERVICES OFFERED TO FOREIGN COMMERCIAL PERSONNEL AND THE PROCEDURES FOR AND COST OF ESTABLISHING COMMERCIAL REPRESENTATION.

III.C.2. -- BOTH U.S. AND ROMANIAN SIDES TO DISCUSS LEGISLATION AND PRACTICE AFFECTING ROMANIAN PERSONNEL WORKING FOR U.S. FIRMS.

III.C.3. -- U.S. SIDE TO EXPLAIN U.S. BUSINESS PRACTICE REGARDING DIRECT ACCESS TO END-USERS AND NEED FOR RECIPROCITY.

III.C.4. -- U.S. SIDE TO DISCUSS PROBLEMS RELATED TO THE LENGTH OF COMMERCIAL NEGOTIATIONS WITH ROMANIAN COMPANIES INCLUDING NEED FOR BETTER AND MORE TIMELY COMMUNICATIONS. U.S. SIDE TO DISCUSS NEED FOR TEMPORARY FACILITIES AND LIMITED OFFICIAL USE

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SERVICES IN CASE OF LENGTHY NEGOTIATIONS.

III.C.5. -- BOTH U.S. AND ROMANIAN SIDES TO DISCUSS CON-
TRACT DISPUTES CURRENTLY ACTIVE BETWEEN FIRMS AND ENTER-
PRISES OF THE TWO COUNTRIES.

II.D. -- BOTH U.S. AND ROMANIAN SIDES TO REVIEW STATUS OF
MULTIPLE ENTRY VISA ISSUE. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEETING AGENDA
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE203353
Document Source: CORE
Document Unique ID: 00
Drafter: BEWT/OEWCA/EEAD/JBURGESS/BT
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770308-0019
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770822/aaaaasks.tel
Line Count: 345
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7494e852-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 7
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 186153, 77 BUCHAREST 6081, 77 BUCHAREST 6201
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1483556
Secure: OPEN
Status: NATIVE
Subject: DRAFT AGENDA FOR FOURTH SESSION OF JOINT ECONOMIC COMMISSION
TAGS: BEXP, EEWT, RO, COM
To: BUCHAREST
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/7494e852-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009